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Fwd: Introduction and Amendment 1 Redlines for Our OEM Agreement

LB

Lance Berks <Lance.Berks@amelia.com>

Thursday, June 13, 2024

To: Brett Deware; Lanham Napier; Bcc: Lance Berks

Untitled.eml  
103 KB

Download

Suggest we schedule a call to discuss before 4:00PM ET. Brett, see email below.

Lanham please text me your availability and I will send out an invite.

**From:** Ofir Yaron <Ofir.Yaron@nice.com>  
**Date:** June 13, 2024 at 7:52:24 AM EDT  
**To:** Lance Berks <Lance.Berks@amelia.com>  
**Cc:** Lanham Napier <Lanham.Napier@amelia.com>, Nadav Keinan <Nadav.Keinan@nice.com>  
**Subject:** RE: Introduction and Amendment 1 Redlines for Our OEM Agreement

[EXTERNAL EMAIL]

Lance, very nice to meet, thanks for the kind intro and looking forward working together.

I may have a problem with Tuesday night (asked Barry office to check alternatives), but in any event, I do want to conclude this as our ability to close this one impacts our overall view.

Lanham, Lance - I don't want to look too much into the history, but so you will understand my difficulty with this process – I started dialogue 3.5 months ago, there were 3 “leaders” for that process in Amelia (Lance – you are the 4<sup>th</sup> one) and, even now, some of the comments below are on items I believe were clearly discussed differently over the last few weeks. This is why before I asked our legal to draft the amendment, I sent the attached email to make sure we are aligned on guidelines. And other topics, such as “annual sales commitment” were clearly discussed verbally, thus were not part of the amendment. Your comment below on the monthly payment was clear to me.

I will make myself available today 16:00 EST, hopefully that will work for you guys, to try to align on guidelines here.

Thanks,